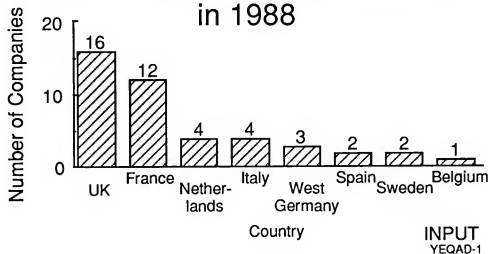
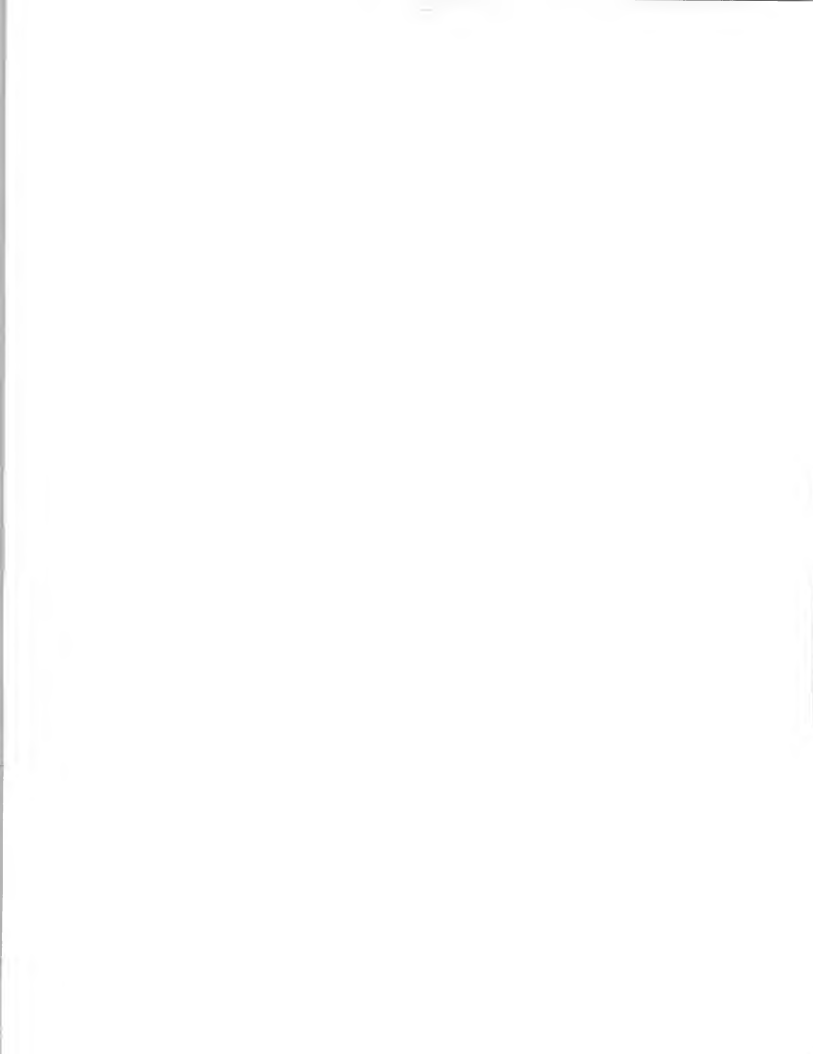


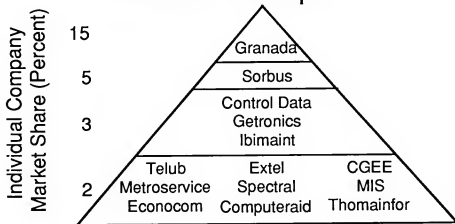
Number of TPM Companies Having
Greater than \$5 Million Revenue
in 1988



Notes



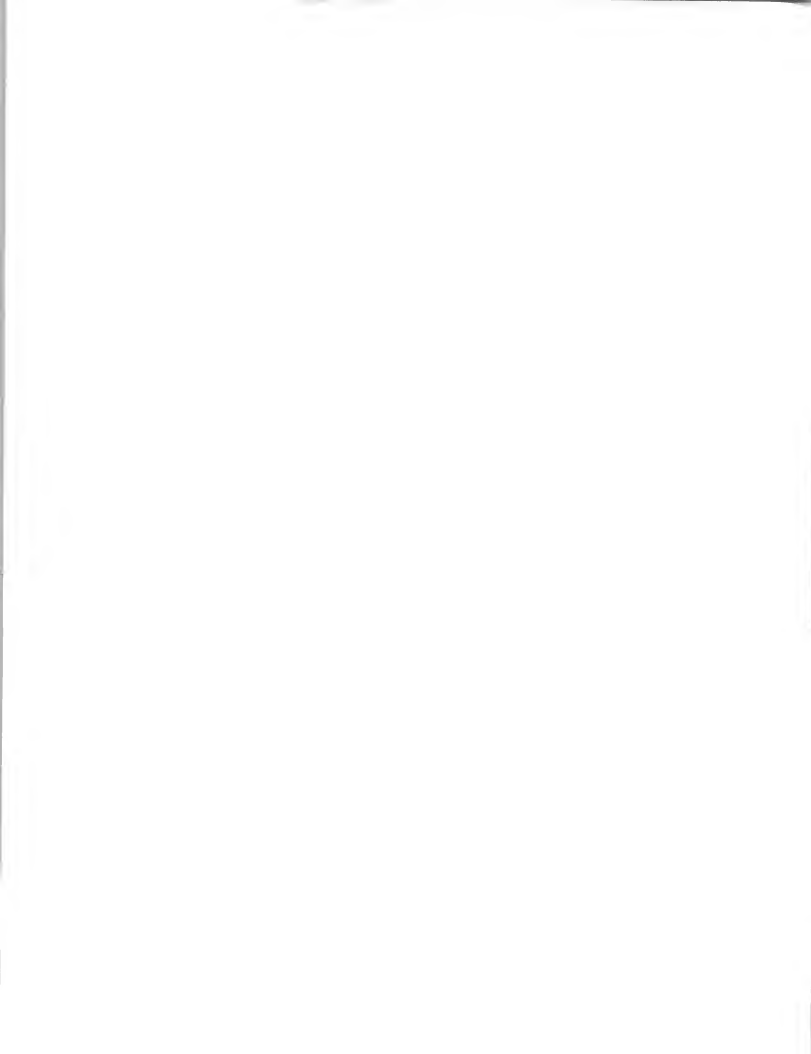
1988 TPM Market Hierarchy in Western Europe



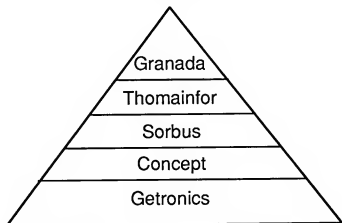
INPUT
YEQAD-2

Notes

INPUT



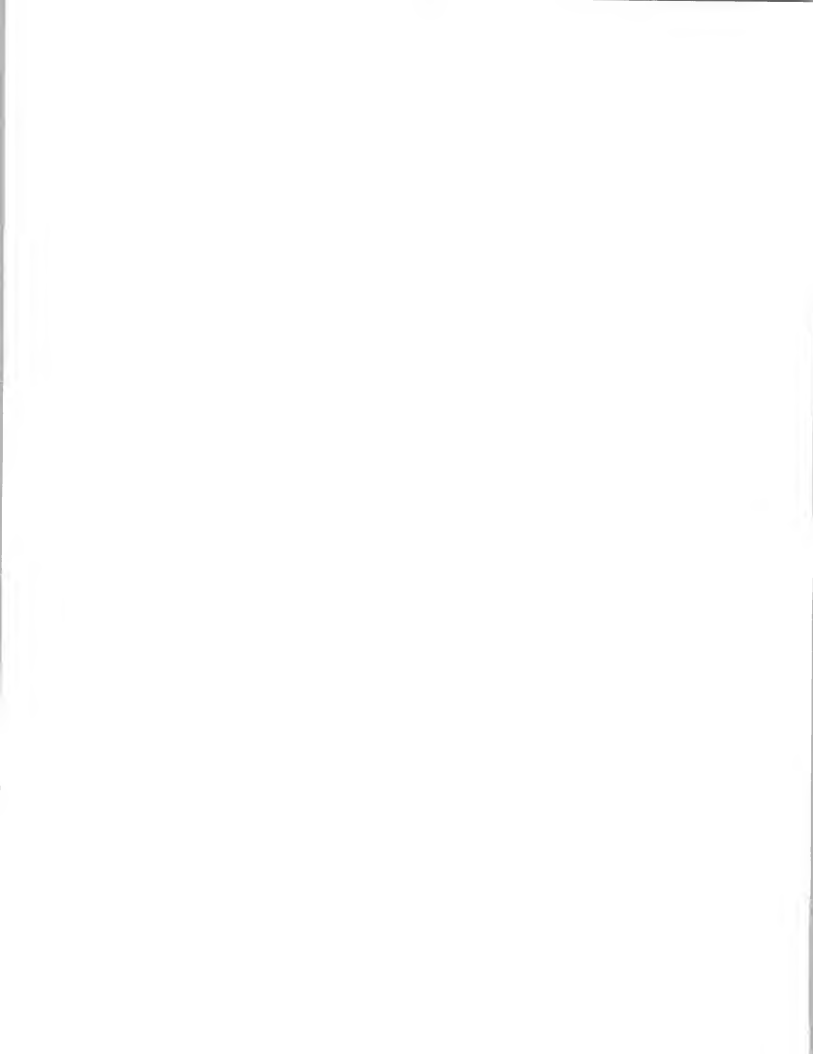
Leading TPM Companies in 1989



INPUT
YEQAD-3

Notes

INPUT



Service Trends

- Hardware maintenance
- Systems software support
 - Applications support
 - Professional services
 - Other services

Integrated
Service
Solutions

Historical
Pre-1987

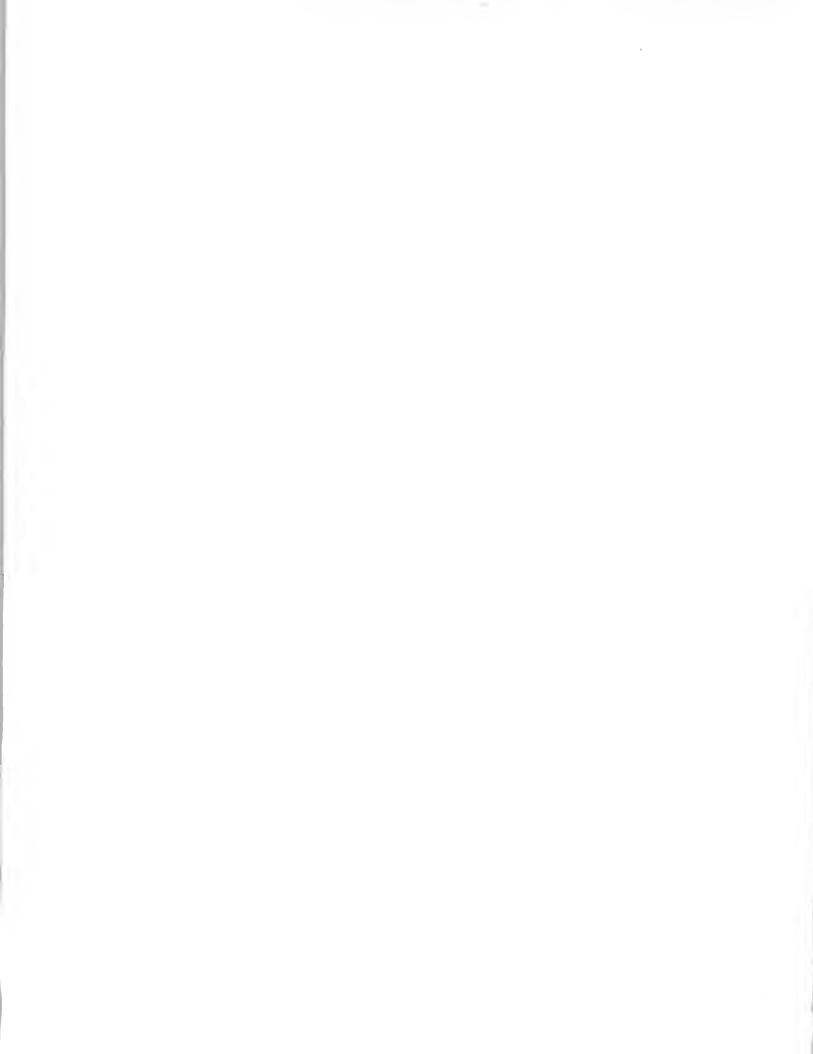
Current
1990

Future
1995 Onwards

INPUT
YEQAD-4

Notes

INPUT



FROM INPUT LTD

4.12.1990 17:05

P. 1

NEW DIALLING CODE

on 6th May 1990 our code
will change from 01 to 071

INPUT

PICCADILLY HOUSE
33/37 REGENT STREET, LONDON SW1Y 4NF
TEL: (01) 493 9335 TELEX: 27113
FAX: (01) 629 0179

FAX TRANSMITTAL FORM

DESTINATION : INPUT MV
FAX NUMBER : 0101 415 961 3966
ATTENTION : ANDREA JERLS
Telephone Number/Location _____

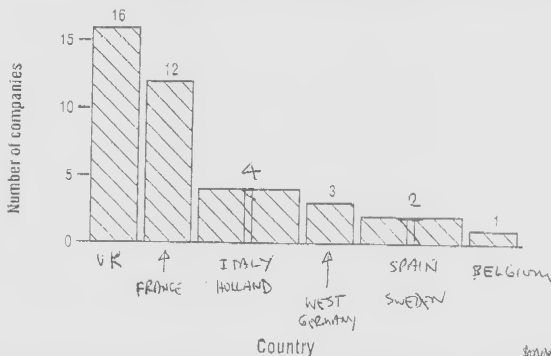
NUMBER OF PAGES: 1 of 5
CONFIDENTIAL CORRESPONDENCE: YES _____ NO ✓
URGENT : YES ✓ NO _____

DESCRIPTION:

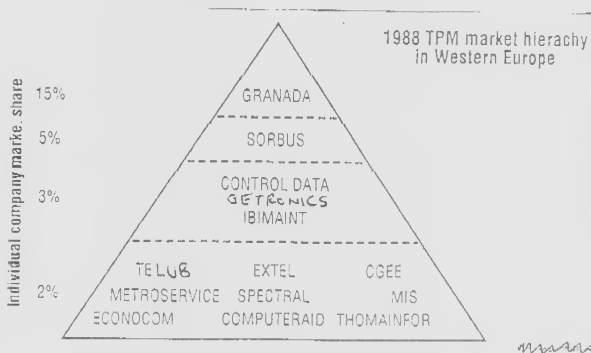
ANDREA, WOULD YOU PROVIDE ME WITH
SLIDES OF THE ATTACHED PLEASE. I
NEED THESE ALSO BY 20 APRIL
THEY ARE NOT FOR THE CSP CLIENT
LUNCH BUT FOR A PRESENTATION IN
BARCELONA THE FOLLOWING DAY (26 APRIL)
SORRY ABOUT THE SHORT NOTICE, BUT
IT IS ONLY 4 SLIDES (!!!)
Best regards
[Signature]

FROM : KEN CARTER
DATE : 12 APRIL
INPUT : _____
Project Charge Code: CE CSP.

Number of TPM companies having greater than \$5 million revenue in 1988



Source: IPA



LEADING TPM COMPANIES IN 1989

